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AMERICAN NURSERYMAN

The National Journal Of Commercial Horticulture



Circulating Throughout the United States, Canada and Abroad, Featuring Commercial Horticulture in all its Phases of Nursery Stock, Orchard, Landscape Planting, Distribution. Published Semi-Monthly by American Fruits Publishing Company, Inc.



Vol. XXVII

ROCHESTER, N. Y., JUNE 15, 1918

No. 12

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AMERICAN NURSERYMAN---June 15, 1918

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

ADVERTISING—Advertising forms close on the 12th and 27th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$1.40 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the arbor operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN" will be sent to any address in the United States for \$1.50 a year; to Canada or abroad for \$2.50 a year. Add ten cents unless bank draft, postal or express money order is used.

RALPH T. OLCOTT
Editor and Manager

AMERICAN FRUITS PUBLISHING COMPANY, INC.

39 State Street,
Rochester, N. Y.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.

INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" is not the official journal of any organization. It therefore makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and international in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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INDIANA

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CHARLES M. PETERS, SALISBURY—Grape Vines of highest grade; in great variety.

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ENGLAND

S. SPOONER & SONS, HOUNSLOW—Fruit Trees; Roses; Manetti Stocks. In heavy quantities.

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HOLLAND

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AMERICAN NURSERYMAN

THE NATIONAL JOURNAL OF
Commercial Horticulture

NOTICE

To all American Nurserymen and Seedmen desiring to keep in touch with commercial horticulture in England and the continent of Europe—Your best means of doing this is to take in the

HORTICULTURAL ADVERTISER

Our circulation covers the whole trade in Great Britain and the cream of the European firms. Impartial reports of all novelties, etc. Paper free on receipt of \$1.00, covering cost of postage yearly. As the H. A. is a purely trade medium, applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trade.

Established 1883

A. & C. PEARSON, Lowdham, Nottingham, Eng.

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Vol XXVII

ROCHESTER, N. Y., JUNE 15, 1918

No. 12

A SIMPLE SOLUTION OF THE PRICE PROBLEM

Suggestion That Only Retail Prices for Nursery Stock Be Published—That Wholesale Growers Give Basic Discount to Jobbers, Retailers, Parks, Quantity Buyers and Additional Discount Based on Quantity Purchased—In Line With Other Progressive Propositions.

In a recent communication upon a trade subject to J. R. Mayhew, Waxahachie, Texas, acting president of the American Association of Nurserymen, Alvin E. Nelson, of Swain, Nelson & Sons, Chicago, Ill., said:

"I have sympathized very deeply with your efforts to bring about business conditions in the nursery trade. Knowing that the matter was to come up at this meeting, I have spent considerable time studying the problem of the ills which beset the nursery business, and trying to work out a solution which would not only benefit the trade as a whole, but would also be to the advantage of every member. If each one sees that he will be benefited, then everyone will co-operate. We surely cannot expect anyone to favor, enthusiastically, a project which is against his own interest.

"With this in mind, I was led to analyze before the Illinois Nurserymen's Association last February, the various prices quoted for the same plant, by nurserymen to different classes of customers. The conclusion which I came to, and which was the main thing I intended to demonstrate, was that these prices were entirely consistent with each other, and that where greater costs in selling and shipping are involved, higher prices must be asked. As stated before, there is no inconsistency in these prices if quoted to various classes of customers; but the inconsistency is in the fact that often the same customer will be quoted a retail and wholesale price, and it is right here that most of our troubles arise.

"You are aware of the discussions and the efforts that have been made in the last few years by the Nurserymen's Association, as to who are entitled to wholesale prices; and what means should be taken to prevent people not entitled to wholesale prices from obtaining wholesale catalogues.

"As stated above, this problem has been revolving in my mind all this spring, and I believe I am now able to offer a suggestion which has at least the merit of simplicity; and although it is radical for the nursery business, it is a method that is in operation in many lines of business—in fact, it is so common, that it is a mystery we did not adopt it years ago.

"The suggestion is that in the future, no wholesale prices be published; but instead, every nursery would publish a price list giving the retail prices to customers, and these prices with the wholesale growers to be subject to basic discount to be established by the American Association of Nurserymen for the various classes of customers such as jobbers, retailers, parks, quantity buyers, etc. To this basic discount, additional discount would be given based upon the quantity of material purchased during the year, and for business reasons. The psychological effect on both customer and nurseryman would be to associate in the mind the ultimate value of the article.

rather than the intermediate value. If we may assume that every plant sold by a grower to a jobber, or other nurseryman, will be again sold at retail, it will be of immense value to the retailer to have no other prices published; and it will certainly be less disturbing to the consumer. The question is, where does the wholesale grower benefit? I maintain that the wholesale grower's business will only increase in proportion as there is increased consumption; and increasing the consumption of an article is a retail proposition. If in any way we can double the plantings by a campaign of

THE FIRST ESSENTIAL

✧ “HENCEFORTH, business is to be
✧ done in the open under the pur-
✧ fying light of publicity-
✧ whether it be the furnishing of a
✧ utility, the supplying of a great com-
✧ modity, or the safeguarding of a de-
✧ mocracy. Problems in organization,
✧ standardization, legislation, regulation,
✧ production and distribution crowd up-
✧ on us. Hereafter no participant in the
✧ activities of trade and industry may
✧ safely to himself think only of his
✧ own selfish interests. He must take
✧ the broader view or lag behind in the
✧ race.

✱ "The 'go-it-alone' policy has had its
✱ day with results that all now see and
✱ are paying the penalty for.

✦ "The 'pull-together' policy is that of today and tomorrow.

✦ "But the first essential of co-op-
✦ eration is education. The way must be
✦ pointed out and the trail plainly blazed.
✦ No matter how much we may desire to
✦ pull together, anarchy results if we do
✦ not proceed according to a plan de-
✦ vised by intelligence and tested by ex-
✦ perience. There are many to give ad-
✦ vice, but few who are capable of carry-
✦ ing out the practical details of cooper-
✦ ative activity."—R. S. Kellogg.

✱ Read the "American Nurseryman" and keep posted.

trade development, the wholesale grower will surely profit in the same proportion. If the publishing of wholesale prices is a detriment to trade development, it is just as much detriment to the wholesaler as to the retailer. I would also point out that in the suggestion outlined above, wholesalers would be benefited in getting in closer touch with their own customers. That is, if a customer's discount depended on the volume of business he gave to a certain grower, it would reduce the grower's selling cost, and tend to make each account more valuable.

"We recognize of course, that the wholesale growers who refuse to give quotations to consumers, and limit their trade entirely to other nurserymen, will be those whom it will be the hardest to convince that the proposed change is for their interest; but let them consider the many notable

industries whose business is conducted on these lines. Among others, may be mentioned all the Phonograph Companies handling machines and records, all Electric Utilities, many forms of hardware, musical instruments, furniture, the iron and steel industry, automobiles, tires, etc. I understand that in none of these trades is there a single published quotation of a wholesale price to dealers, whereas the utmost publicity is given to the retail price, and we well know that none of the manufacturers of the above mentioned goods sell at retail.

"My suggestion is that we take a representative retail catalogue, and a representative wholesale catalogue and analyze the difference between the two, and work out basic discounts on the lines therein discovered; subject, of course, to the proper corrections. I would suggest that Moon's 1918 catalogue appears to be one of the best in the country in differentiating between the values of the various varieties of plants. Of course, all our nurserymen would not issue the same price list. Each would make his own prices. Some plants would naturally be cheaper in the nursery where these plants grow easiest, and more expensive where they are grown with more difficulty; but the fact that from these prices a basic discount may be allowed to any member of the Association would have a very stabilizing effect on price making.

"We, of course, want to take plenty of time to consider the question in all its bearings and it would be extremely unfortunate to have it brought up for the first time at the convention and expect immediate action to be taken. On the other hand, the present seems to be just the time for making a change if any is to be made; for now people are not only prepared for, but expect changes in prices. This plan would also dovetail perfectly with the proposed market development propaganda which is being so energetically carried on by the Market Development Committee.

"In order therefore, to give publicity to the above proposition, I am taking the liberty of sending a copy of this letter to a number of the prominent members of the association with the hope that they will give it thought and study before the time of the convention. If it finds favor some action might possibly be taken; but at all events if this suggestion cannot be carried out, it will serve for comparison with any other plan or plans which may be proposed."

The Key Note

"Prices generally will have to increase next season very materially; and in order to bring about an increase in prices, there will have to be co-operation between the wholesaler and the retailer."—Jackson & Perkins Co., Newark, N. Y.

Plant Exclusion Conference In Washington

The outcome of the conference before the Federal Horticultural Board in Washington, D. C. on May 28th, regarding restrictions of importations of nursery stock was directly in line with the forecast on page 133 of the May 15th issue of the *American Nurseryman*.

Discussion of the subject was in progress in Washington when the June 1st issue of this journal went to press. We are enabled now to present a summary.

Dr. C. L. Marlatt, chairman of the board, said that while the board was interested in the whole broad subject, its particular interest in the matter of plant importations was in the importation of plants with earth about the roots—balled plants and potted plants. It is manifestly impossible to know what is inside the earth without taking it off the plant, he said, and root growth cannot be inspected, nor is it possible to disinfect the earth by any treatment that would not kill the plant. The element of danger is greater in this class of plants, the danger being one that cannot be safeguarded against.

The other class of plants in which the board is directly interested is that which comes from out of the way parts of the world, from countries of which little is known regarding the plants, such as the Orient, China, the wastes of Eastern, Western and Middle Siberia, Africa, etc. Plants are usually brought from there by explorers and travelers and, because little is known of the native plant diseases and pests, the inspectors are unable to make the same sort of an inspection as in the case of plants in which the inspectors know what to look for.

PROVISIONAL RECOMMENDATIONS

The conference was for the purpose of discussing the tentative regulations promulgated by the Board, as follows:

A. That all foreign grown balled, tubbed, or potted plants, except as noted under B, be excluded in accordance with the following groups and dates:

Group 1.—Azaleas, Rhododendrons, Palms, Araucarias, Bay Trees, Hollies, Ericas and Acacias, January 1, 1923.

Group 2.—Conifers dwarf and other kinds, Buxus, etc., usually shipped as specimen plants, July 1, 1919.

Group 3.—Small potted plants, including Roses, Chrysanthemums, Violets, tender bedding plants, Ferns, tropical and sub-tropical plants, etc., January 1, 1919.

Group 4.—Clumps of hardy perennials used in forcing, Japanese Maples, Magnolias, etc., July 1, 1919.

B. That provision be made for the admission of limited numbers of new varieties or novelties out of pots not exceeding two inches in diameter this work to be conducted through the Department under rules and regulations prescribed by the Federal Horticultural Board.

C. That no action be taken at this time toward the exclusion of all stock from the Orient and other little explored parts of the world, but that steps be taken looking toward action in the near future of excluding certain groups of plants, especially from the Orient.

The plant pathologists, entomologists and foresters at a meeting on May 27th agreed to approve the recommendation of the Bureau of Plant Industry, except in the case of Azaleas, Rhododendrons, Palms, Araucarias, which are to be excluded on and after Jan. 1, 1923, they desiring exclusion to occur July 1 of the present year. Fruit stocks they wanted excluded as soon as economically practicable.

J. K. M. L. Farquhar of Boston, in opening the case for the florists said to the members of the board: "In coming before you, I feel pretty comfortable. It is not the first

time I have been here and I realize the reasonableness of your action on matters that are likely to come before you. I understand very well that it is your duty to protect this country and that you are asked to do many things that go beyond what might be necessary for actual protection. I know of entomologists who would have every plant and everything that related to plants excluded. We have people like that in Boston. On the other hand, I realize that in performing your duty you will exercise your discretion to disrupt in the least possible manner the vital horticultural interests of the United States."

He outlined the necessity for procuring azaleas and rhododendrons from Europe and voiced the suggestion made, by the *American Nurseryman* a month ago, saying:

We respectfully submit to your board whether it would not be advisable to send a competent entomologist to England and

the organization he represented came before the board with an open mind in all but one respect and that was that they are for America first. He said they want to join with the entomologists and the pathologists and with the board in devising ways and means that will properly safeguard the industry in this country. "We may differ as to details and as to time, but," he said, "we are all working along the same lines and want to get the same results. Of course, there is no argument between us that America today does not produce sufficient material along the general line of nursery stock and plants to meet the American demand and for a large portion of our plants we must rely on the other side for a supply. We hope the board will take up this question very carefully and see whether these certain articles should be excluded today or next year or at some future date, but decide, before setting these dates, what can be done to replace the European supply, and what can be done to foster the production of this material on this side."

Mr. Pitkin asked the board to take into consideration the fact that the nursery business should not be burdened any more than necessary during the war period. The nurserymen, he pointed out, are having hard work to get along as it is and keep their heads above water. There is a scarcity of labor, difficulty of getting delivery of their shipments and in getting shipments to their customers, and now freight rates have advanced 25 per cent. The only thing the trade does not have to worry about is the excess profits—it does not have any.

The suggestion made in the *American Nurseryman* last month by Mr. Pitkin, was advanced by him before the board—that the Government should undertake to solve the problems that are facing the nurserymen. They have tried to reach a solution for years, but have been unsuccessful. The production of many of the plants involved is an unknown quantity in this country and he referred to the inability of the nurserymen here to produce suitable fruit tree seedlings except in the case of apples, and of the French seedling.

"We do not want to say that we cannot grow fruit tree seedlings on this side," continued Mr. Pitkin. "We want to say that the American nurserymen have tried it and failed. Possible we have not found the right climate or the right soil, or perhaps they do not know how. Is it not a proper matter for our Department of Agriculture to take up, spend the necessary money to show us how it can be done, and when the result is secure we will be very glad to find our supply on this side rather than buy it abroad and take the risks of transportation and other troubles that we are up against in getting seedlings from France even in normal times. I think there should be inspection instead of exclusion, with steps being taken toward the production of American stock, and until it can be determined that our requirements can be produced on this side I hope no definite exclusion dates will be determined."

Chairman Marlatt said in closing the conference, that due thought will be given to the entire subject and that no action will be taken except with the approval of the Secretary of Agriculture. The general attitude of the authorities, we believe, was expressed by Dr. B. T. Galloway who in speaking classed himself as a shock absorber be-



C. L. MARLATT
Chairman Federal Horticultural Board

Holland (from where these plants come) and have the plants examined in the field, satisfying yourselves that certain fields in certain localities are free from any infestation that might prove dangerous. I believe the Government can better afford to send such inspectors abroad than to cut off millions of dollars lost to those who have large invested capital in this particular kind of work."

J. C. Starcher, state horticulturist of Alabama, was against an embargo on fruit tree stocks. Dr. Thomas J. Headley urged immediate action toward total exclusion.

Mr. Norcross, plant pathologist of Wisconsin, stated the belief of his department was that the diseases now existing in Wisconsin are too expensive to warrant the door being left open for more.

Senator Lupton said that if the board had not sufficient power now to bring about desired reforms, the State Horticultural Society of Virginia, of those legislative committee he is the chairman, would see to it that the board got whatever was necessary. The society, he declared, wants absolute exclusion of all nursery stock except that coming in through the Department of Agriculture.

IN BEHALF OF NURSERYMEN

William Pitkin, representing the American Association of Nurserymen said that

Continued on page 168

Forty-second Annual Convention American Association of Nurserymen

Hotel Sherman, Chicago, Ill., June 26-28, 1918

Never was there greater need than right now for the Nurserymen of America to get together in conference for co-operative action of the kind that counts. First and foremost, the war is to be won. Like all other Business Men, the Nurserymen are directly responsible for an important part in the united drive to provide food and funds for the fighting men at the front. The Chicago Convention is for the purpose of devising means for increasing Nurserymen's power to do both these things. For that reason alone it is the duty of Nurserymen to attend the Convention and aid in applying the wisest measures to the big business in hand.

Make it a patriotic action and treat the cost accordingly.

Important topics are to be considered.

SPECIAL ANNOUNCEMENT---Chairman A. E. Nelson, of the Exhibit Committee, has arranged for exhibit space without charge, both in the Hotel and in two of the Chicago Parks. Consult him at 940 Marquette Building, Chicago, at once for details.

What Ornamental Nursery Stock is Doing

Davidia Involucrata

"By far the best of the trees introduced in recent years from China is *Davidia involucrata*," says a writer in the *Gardeners' Chronicle*. "Its praises have been sung by Henry Wilson, and others, and to these may be added a strong recommendation from its behaviour in this country. The tree is quite hardy at Kew, never having suffered either from frost or from east wind in spring from its first planting in the open some ten years ago. It grows as vigorously and is as shapely as a well-behaved young pear tree, and it does not start into leaf too soon. The specimens planted out-of-doors at Kew are flowering well this year, and, judging by the tree in the Temperate House, when they are a year or two older they will bloom as freely as the wild cherry. The tree in the Temperate House is probably the largest in this country. It was presented by M. Maurice de Vilmorin in 1901, and as soon as it was large enough it was planted in the Himalayan section of the house, where it grew well and flowered for the first time in 1913. It has flowered every year since, and at the present time there are more than a thousand fully expanded flower-heads on it, a truly remarkable sight. Belonging to the dogwoods, the pendulous flowers are in button-like heads, and set in a pair of white membranous, leaf-like bracts, the larger being about 6 inches long. These bracts have the effect of pieces of white paper hanging from the branches. Fruits are ripened every year, and some of last year's are hanging now. There were thousands of seedlings of this *Davidia* in Messrs. Veitch and Son's Coombe Wood nurseries a few years ago, and I suppose they were purchased by some enterprising nurseryman when the nursery stock was disposed of by auction."

Alfred Rehder, in Bailey's *Cyclopedia* says of *Davidia*: "The tree has proved hardy in favorable positions as far north as Massachusetts; it seems to be somewhat tender only while young. Apparently it grows well in any good fresh soil."

Effect of the War

In recent observations upon probable effects of the war on horticulture W. A. Manda, South Orange, N. J., sees a greatly enlarged field for America.

"We do not need to import any of the seeds, bulbs, plants, shrubs and trees, as we have done in years past," declared Mr. Manda. "We are now raising enough for home needs and are exporting these several items in large quantities. Our production of fruits and vegetables is sufficient for the needs of the country, and in addition we export a large quantity of fresh and dried fruits and vegetables each year, which brings in a revenue of millions of dollars. In a few more years our exports in the horticultural line will far exceed our imports, and, I think, will be only second in importance to agricultural exports. The three most glaring examples of nurserymen's and florists' failure to grasp opportunities is the inadequate supply of three of our common yet most beautiful hardy plants, namely the mountain laurel, the hemlock and the Colorado blue spruce. Here is the example of three native plants, stock of which is easily procured, growing well under almost any ordinary condition, and yet have been importing thousands and thousands of these plants to meet the demand, while they could have been grown profitably at home. And there are other plants that could be quoted.

Climbing Hydrangea—From the Arnold Arboretum it is reported that among the more attractive of the early blooming vines is the one known as *hydrangea petiolaris*. There are two forms of the climbing hydrangea, but this is the vine which grows more freely and would seem to be the best for general cultivation. A specimen growing on the corner of the administration building makes a particularly fine show each season, the great flower clusters hanging away from the main vine in a mysterious but very attractive way.

This climbing hydrangea was introduced into the United States from Japan by the arboretum as long ago as 1876, yet it has been curiously neglected. It is an excellent plant for covering brick or stone walls because it clings as readily and as firmly as ivy. The dark green leaves are nearly full grown before there is a sign of a leaf on any of the Virginia creepers or other deciduous leaved climbing plants. Undoubtedly this hydrangea is the best plant of the kind that can be grown against brick or stone walls in this climate.

Maurice de Vilmorin, who died recently in his 70th year was a son of the great French biologist and agronomist, Louis de Vilmorin; brother and uncle respectively of the late Henry and Philippe de Vilmorin; co-proprietor of the firm of Vilmorin, Andrieux et Cie.; vice-president of the French Societe Nationale d' Horticulture, of the Dendrological Society, and of the Acclimatization Society, and a member of the Academy of Agriculture, of which he was president in 1915. His name, however, will be chiefly famous as that of a dendrologist. His connection with French missionaries such as the Fathers Delavay, David, Farges, and Soulie, enabled him to introduce into Europe numerous plants, and in particular flowering shrubs, of which many were exhibited at the Quinquennial Florales at Ghent in 1908 and 1913. Among his most remarkable introductions are *Buddelia varibillis*, *Incarvillea Delavayi*, *Davidia involucrata*, and *Rosa Soulieana*. Maurice de Vilmorin leaves five children. The eldest Jacques de Vilmorin, is one of the present heads of the firm of Vilmorin, Andrieux et Cie.

The trade will be interested in certain changes that have taken place in the Advertising Department of the Garden Magazine. J. J. Lane has responded to the Nation's call and joined the army. His work in the Advertising Department of the Garden Magazine is being carried on by Mr. Adolph Kruhm, who has been associated with the publication for some time past, and who before that was well known among the trade, particularly with the seedsmen.

Mr. Kruhm is a seedsman of profession, and was formerly associated with Burpee's and Livingston's. He specializes in horticultural advertising, and has done a great deal in his writings to bring about an understanding of the intricacies and simplicities of gardening by the average man, especially the amateur. He has recently published an excellent book on "Home Vegetable Gardening," and in his hands horticultural advertising in Garden Magazine and Country Life should be well taken care of.

Standardization of Catalogues—National Association of Purchasing Agents, in Chicago last week, decided to ask the Federal Trade Commission to force the standardization of catalogues into three sizes—6x9 inches, 7x10 inches, and 8x11 inches. The original idea was to ask for only one size. But this was so strongly opposed by representatives sent to the convention by paper manufacturers that the three sizes were decided upon. Arguments advanced in favor of the resolution were along the line that such a plan would support governmental wartime economy tendencies.

The Privet Hedge

Not in the last twenty-five years have privet hedges suffered as during the past winter. As a result, this spring the State College of Forestry at Syracuse, through its department of Landscape Engineering, has been besieged with requests for advice concerning the treatment of such hedges.

Upon examination, the injury is found to be confined to hedges of California privet (*Ligustrum ovalifolium*) while the English privet (*L. vulgaris*) and the Japanese privet (*L. ibota*) came through the winter uninjured. These other privets, the English and Japanese, because of their hardiness and their attractive flowers and fruit, are probably more satisfactory for general planting than the California variety, especially when grown as general shrubs or informal hedges. The California privet with its large almost ever-green leaves which last well into cold weather has become unusually popular for pruned hedges. However, it can only be used north of New York City with the expectation of suffering winter killing at least once in every five years. The past winter even in the supposedly safe regions near New York City hedges have been found, which although showing an uninterrupted growth of from 20 to 30 years have been killed to the ground.

The winter killing of a privet hedge, while unfortunate in destroying the growth of several years, does not seriously injure it. As soon as growth is well started in the spring so that the extent of the injury may be known, the plants should be cut back about one inch below the dead wood, if some have suffered more than others, line up the hedge by cutting back to level of the worst sufferers. If the plants are well pruned and cared for by mid-summer the hedge will be as vigorous as ever, but reduced in size according to the extent of the injury.

Testing Chinese Importations—Satisfactory progress is reported from Mt. Desert Nurseries in the testing of many additional novelties first brought to this country by E. H. Wilson from Western China. Among those which the past season have proven of broad, general adaptability are:

Meconopsis integrifolia—Yellow flowers; should be grown in a shady position. (The story of the flowering of this plant was told in The Garden Magazine for November, 1917.) *Meconopsis Wallichii*—Pale blue flowers on stems three feet tall; of easy culture. *Astilbe Salland*—A six foot tall variety of great beauty; immense plumes of reddish flowers and foliage. *Spiraea Veitchii*—Of much value for American gardens and may become equally as important as *Berberis Thunbergii* or *Spiraea Van Houttei*. *Berberis diaphana*—Medium height; bushy nature of growth; attractive green leaves, turning scarlet in autumn. Fruit coming in autumn is rather larger than *Berberis* most commonly used; scarlet color. *Enkianthus perulatus*—Deciduous shrub of slow growth; dislikes limestone soil; develops into a bush shrub of medium height. Valued for its flowers which appear in drooping umbels in May. *Viburnum Wrightii*—A tall growing shrub preferring well drained soil. Large single white flowers; numerous clusters of brilliant red fruit in fall. *Viburnum tomentosum* var. *rotundifolium*—A large growing rather closely branched shrub presenting much the same appearance as the parent form, but leaves are broader, almost round. Blooms about two weeks earlier than *tomentosum* and the autumn coloring is more brilliant. *Pyrus (Malus) zumi*—Never flowered here but Prof. Sargeant says it is one of the handsomest of the Asiatic Crabs. *Lonicera multiflora*—Upright growth, with good dark green foliage; vigorous grower and of easy culture; yellow fruit.

There is still time to enter subscriptions for the "American Nurseryman" at the old rate of \$1.50 per year; three years for three dollars. The price will soon be advanced to \$2.00 per year; three years for \$4.50. See announcement in another column.

DEDICATED BY SENATOR HARRISON

Senator Orlando Harrison, president of the Maryland Agricultural Society, well-known nurseryman, recently delivered the dedication address on Farmers' Day at the new building of the Maryland State College of Agriculture. He praised the work of farmers generally, spoke of the vital importance of their calling and said in conclusion:

"I feel that this occasion presents an opportunity for us all, both individually and collectively to re-dedicate ourselves to the noble purpose of providing food for the people of the world, who are giving their all for the sake of liberty and humanity. Let us resolve to redouble our efforts in increased production and do everything within our power to help the boys in the trenches who are fighting for us, boys who have gone forth from the walls of this great institution and who are so nobly representing it and the state at the front. And, after this war is ended, let us continue our efforts to make this the leading agricultural college of the country."

CALIFORNIA NURSERYMEN'S PLANS

At the informal meeting of the executive committee of the California Association of Nurserymen, May 10th, in the Plaza Hotel, San Francisco, it was decided to hold the eighth annual convention in Riverside in November. State fruit growers and the State Horticultural Commissioners are to convene at the same time. Inasmuch as matters of importance to the nursery interests are to come up at these conventions, the nurserymen will meet at the same time, and co-operate with both bodies in the solution of matters of mutual interest. The committee on program is composed of L. A. Wisker, chairman, Wm. T. Kirkman, Jr., and J. D. Meriwether.

The Society of American Florists and Ornamental Horticulturists recognizes the value of trade journals for reaching the trade. In last month's issue of the florists' trade journals large advertising space was used by the national society for announcing a booklet in colors to be circulated among florists' customers, the booklets being offered in quantity for the purpose.

A BUSINESS PROPOSITION

Why should the official correspondence of so old and so thoroughly respectable an organization as the American Association of Nurserymen be sent out regularly in envelopes bearing the return card of a counselor-at-law—much of the time rubber-stamped?

The funds of a national trade association of forty-two years' standing ought certainly to warrant the use of stationery bearing the organization name, though inexpensive.

Unless there is special reason for advertisement of an individual business in connection with the official correspondence of the American Association of Nurserymen, we suggest the use of envelopes comporting with the dignity and national character of the organization—if for no other than purely good business reasons.

We presume this will be brought around under a central head-quarters plan.

Recent Publications—"Forest and Shade Trees for Windbreaks and Ornament," Idaho Experiment Station Bulletin; "Preparation of Strawberries for Market," Bureau of Market, U. S. D. A.; "Apple Bitter-rot and Its Control," Bureau Plant Industry, U. S. D. O.; "Topping and Pinching Vines," California Experiment Station; Ohio State Horticultural Society, fifty-first annual report; Idaho Experiment Station, report for 1917.

Some New Shrubs—Among recent objects of interest at the Arnold Arboretum are the new barberries and cotoneasters, *Euonymus Bungeanus* and *Nellia Sinensis*. Attention of propagators has been directed lately to greater use of *Viburnum Sargentii*, the flower heads of which are followed by masses of red fruit.

There is still time to enter subscriptions for the "American Nurseryman" at the old rate of \$1.50 per year; three years for three dollars. The price will soon be advanced to \$2.00 per year; three years for \$4.50. See announcement in another column.

Say you saw it in AMERICAN NURSERYMAN.

CO-OPERATION WITH PLANTERS

Nurserymen, individually and collectively have lately expressed desire to co-operate with orchardists in the matter of increasing the productiveness of orchards and thus aid in provision of adequate supplies of fruit as food. We have long argued for such co-operation, both in times of war and peace. Our readers will find in another column of this issue practical information on orchard fertilization which we believe they can pass along to their customers to mutual advantage. Nurserymen must first post themselves; then they can offer practical advice.

A NURSERYMAN'S COMMENT

Frederick W. Kelsey, New York City, well known nurseryman, in a communication to the New York Evening Post, June 7th, discusses the seriousness of the world food-shortage conditions, as revealed at the recent meeting of agricultural experts in Paris, citing the fact that starvation has caused as many deaths as has all the fighting in Europe in the last three and one-half years and the declaration by Mr. Hoover that upon America depends the very existence of millions of hungry people in Europe. He says:

"Unless the government should take over the fertilizer business or adopt some comprehensive policy of supplying the necessary fertilizers for increasing grain production, under the abnormal labor conditions everywhere prevailing, it is difficult to discern an effective improvement in this food crisis."

Read what Alvin E. Nelson proposes in the matter of standardizing of nursery stock prices—in this issue.

Doing business without advertising is like winking at a girl in the dark, you know what you are doing but nobody else does. You are in the greatest business in the world and why not let the public know it?

The men who never spend a dollar to advertise wonder why the largest firms waste so much money. To which class do you belong?—Henry Penn, Chairman, Florists' National Publicity Campaign.

NUMBER OF EDITIONS HAS BEEN DOUBLED

American Nurseryman Issued Twice a Month
TWENTY-FOUR TIMES A YEAR

Subscription Rates to Advance to \$2.00 Sept. 1st
Canada and abroad : 50 cents extra.

"You are issuing a splendid Journal, covering the news of the trade from coast to coast." Former President E. S. Welch, American Association of Nurserymen.

Edited by Ralph T. Olcott, founder of American Nursery Trade Journalism. "The dean of Nursery Trade Journalists, who, since June, 1893—a quarter of a century—has boosted all the time for the interests of all the nurserymen."—Former President John Watson, American Association of Nurserymen.

ONE CAN only act in the light of present knowledge.

Until you knew of the existence of such a Nursery Trade Journal as the AMERICAN NURSERYMAN you must act with such knowledge as you have.

It is for this reason that we are glad to acquaint you with this publication. It speaks for itself; but if you would have corroborative proof, ask any prominent Nurseryman.

Calls for back numbers come in almost every mail. Many cannot be supplied, as editions have been exhausted. The only safe way is to see that your subscription is paid for in advance.

THE SEMI-MONTHLY AMERICAN NURSERYMAN

24 ISSUES PER YEAR

Advertisements may be run:

In the first of the month issue each month; or
In the fifteenth of month issue each month; or
In both first and fifteenth issues of each month.

Advertising rates the same for each issue:

One inch, 1x2½	\$ 1.40	Quarter page, 6x3½	\$10.00
One column, 12x2½	14.00	Half page, 6x7½	20.00
Eighth page, 3x3½	6.00	Full page, 12x7½	40.00

Term Discount: 12 mo., 10%

Above rates and discount are for advertising placed directly with the publisher.

The flat rate of \$1.40 per column inch is charged for any space contracted through an agency.

Forms close:

On the 27th for the first of the month issue.
On the 12th for the fifteenth of month issue.

"A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view."—H. Dumont, Chicago, Ill., in Printer's Ink.

Preferred positions in Cover and other space are available at 25 per cent. over card rates.

AMERICAN NURSERYMAN



THE NATIONAL JOURNAL OF
COMMERCIAL HORTICULTURE

Featuring the Nursery Trade and Planting News of American and foreign activities as they effect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

Published Semi-Monthly By
AMERICAN FRUITS PUBLISHING CO., INC
30 State Street, Rochester N. Y.

Phones: - Main 1662; Main 2892
RALPH T. OLCOTT, Pres. and Treas.

Chief International Publication of the Kind

SUBSCRIPTION RATES	
One year, in advance	\$1.50
To Foreign Countries, and Canada	2.00
Single Copies	.15

Advertisements should reach this office by the 15th or 27th of the month previous to the date of publication.

Drafts on New York, or postal orders, instead of checks, are requested.

ROCHESTER, N. Y., JUNE 15, 1918

Co-operation, not Competition

A BILLION DOLLAR INDUSTRY

THE horticultural interests of the United States comprise one of the basic industries of the country. The approximate commercial value of the product derived therefrom is fully \$1,000,000,000 annually, according to the estimate of the National Congress of Horticulture, the organization of which was brought about through the persistent efforts of the "American Nurseryman." The welfare of the whole people of the United States depends largely upon the fostering and developing of these interests.

Scientific, systematic, practical, effective and adequate endeavor to promote this industry starts in the nursery of the country which represent an investment of \$25,000,000. The activities of orchardists and landscape planters are inseparably connected with those of nurserymen and are recorded in close association in this publication.

The "American Nurseryman" represents in the highest degree every worthy movement for the development of this great field and has earned its title of THE NATIONAL JOURNAL OF COMMERCIAL HORTICULTURE.

SOME WAR-TIME FACTS

"ALLOW me to express the appreciation of the Food Administration for the patriotic action of the nurserymen in using their influence to increase the amount of fruit produced during 1918. We consider the matter of sufficient importance to include it in our publicity matter going out to farm papers."—U. S. Food Administration, Public Information Division, per D. S. Burch.

Apples are a standard food product. Many persons think of apples as a tonic or relish used for dessert or as an appetizer. Apples rank in food value close to potatoes and higher than many vegetables. The best grade of ripe apples runs from 15 to 18% in food value, mainly sugar; thus in 12 cars of apples there would be something like two cars of sugar and other food constituents. If 1,500,000 bu. of apples going to waste annually in Iowa for instance, could be saved for food purposes, there would be conserved in this process some 12,000,000 lbs. of sugar and food constituents.

LOOKING BACKWARD

Like most movements for the advancement of the Nursery Industry in the last decade, the Market Development Fund was started in the American Nurseryman.

The first subscription for a fund for national education propaganda was made by Adolf Muller, Norristown, Pa., and was announced in the October 15, 1917 issue of this journal. In the November 15th issue the subscriptions had reached a total of \$750—merely a start, of course, but a start. The agitation of the subject at that time and the repeated suggestion that something at least could be done toward such a fund in the interim between the annual June gatherings of nurserymen, must have had effect; for soon afterward a number of progressive nurserymen determined to test this proposition of a start in the ad interim period, for the purpose of having something definite to report upon at the next national convention.

The result, as all know, is a fund nucleus of upwards of ten thousand dollars per year for five years—more than \$50,000 in all.

What is wanted—what is believed to be needed is a fund of \$50,000 per year, or a total of a quarter of a million.

As long ago as last October (see page 128 of volume XXVI of the American Nurseryman) we roughly estimated the potential power of the Nursery Trade to make up this fund, as follows:

25	.....	\$500	.....	\$12,500
25	.....	250	.....	6,250
50	.....	100	.....	5,000
50	.....	75	.....	3,750
100	.....	50	.....	5,000
500	.....	25	.....	12,000
500	.....	10	.....	5,000

1250 \$50,000

And that is an average of \$40 each for 1250 nurseryman.

Webster's dictionary defines a nurseryman as one who conducts or cultivates a nursery for young trees, shrubs, etc. But every city directory classifies as nurserymen the men who conduct or cultivate acquaintance with 12 x 18 offices on sixth or seventh floors of urban commercial buildings wherein they keep or attempt to keep records of sales of young trees, shrubs, etc., which they do not grow, but which they are using every endeavor to create a demand for, through their agency forces. The greater that demand becomes the happier the dealer feels and the more the grower-nurseryman, the wholesaler smiles,—when it is on a cash basis, of course.

Well, then, should the term "nurseryman" be regarded in this campaign as in the narrow Websterian sense, or should it rather have the broader meaning, in view of direct and mutual benefits above indicated? May not the dealer—may not even the salesman or agent—have a very tangible interest in a movement designed to heighten the interest of the public—city dweller, suburbanite and farmer—in the subject of trees and plants?

There is room for these at least in the last two classes of the above, rough estimate of potential subscription power in the trade.

Heavy fighting in France and extension of the warfare almost to American shores are indications that those at home must make greater preparations than ever for increasing demands upon their resources. Nurserymen, like other business men and producers must bend every effort toward making their business count directly for the

SUBSCRIPTION RATE TO ADVANCE

Owing to war conditions in various phases it has become necessary to advance the subscription rates for the AMERICAN NURSERYMAN to cover in some degree the increased cost of production.

Commencing with the issue of September 1st., subscription rates will be as follows:

	In the U. S. and Abroad	Canada
One year, in advance.....	\$2.00	\$2.50
Three years, in advance... 4.50	6.00	

PRESENT RATE MAINTAINED IN JUNE, JULY, AUGUST:

One year, in advance.....	\$1.50	\$2.00
Three years, in advance... 3.00	4.50	

In its semi-monthly form the AMERICAN NURSERYMAN is presenting Nursery Trade news in both quantity and quality which any comparison will prove is unequalled. The publishers bespeak continued co-operation on the part of the trade in maintaining a publication of this character in the interest of the steady development of the Nursery Industry to the full fruition of its most sanguine exponents.

winning of the war. Not all can grow wheat; not all can grow meat. Some must grow fruit, and extension of production of fruit must suffer if nurserymen do not provide stock necessary for new and additional plantings. It looks as though plans should be made for a long time in advance as well as for the immediate future.

The financial needs of the government, the Red Cross and the allies require that there be no let-up in the prosecution of business to the end that by hard work, economy and wise activity there may be ability to meet the many demands for funds for enormous extraordinary outlay.

In everything the nurseryman does, let him think how best he may direct his action toward winning the war.

NO RADICAL IMPORT ACTION

Exactly as outlined in the May 15th issue of the American Nurseryman, at page 133, upon representations by William Pitkin, of the American Association of Nurserymen, the formal hearing of the question of imports of nursery stock into the United States, before the Federal Horticultural Board in Washington, D. C., on May 28th showed clear disposition on the part of the government authorities to go slowly in the matter of restrictions and to take fully into consideration the conditions confronting the nurserymen.

The hearing was attended by William Pitkin, J. H. Dayton, J. M. Pitkin, Thomas B. Meehan, and Secretary Curtis Nye Smith, of the American Association. There were present in scientists in force, as well as commercial florists.

It was clearly indicated, both at the hearing and in conversation with the nurserymen afterwards, that for the present no interference will be made with importations of fruit tree seedlings and rose stocks. It is probable, as stated in the American Nurseryman, that some action be taken to restrict the importation of stocks from the Orient. The question as to action on balled nursery stock is still open, as was outlined last month. No decisions were announced at the hearing.

PROPOSED PRICE REMEDY

We take special interest in a proposition put forth for the consideration of nurserymen for the correction of the long-standing objections urged against customary quotations of prices on nursery stock.

Time and space do not permit extended reference to the deductions which have been made as the result of much thought and study of the subject by Alvin E. Nelson, of Chicago. In brief his suggestion is that hereafter no wholesale prices be published but that nursery lists should give only the retail prices to customers and these prices with the wholesale growers to be subject to a basic discount to be established by the American Association of Nurserymen for the various classes of customers, such as jobbers, retailers, parks, quantity buyers, etc. To this basic discount would be added additional discount based upon the quantity of material purchased during the year and for other business reasons.

We would be glad to hear from a number of nurserymen on this proposition.

WOULD CURTAIL LISTS

W. P. Seabrook of W. Seabrook & Sons, a well known British firm, says in the Horticultural Advertiser:

"The notes recently appearing in the Horticultural Advertiser from several contributors, dealing with the subjects of new and old roses which apparently require weeding out, are very interesting and instructive.

"It has occurred to me that it is very desirable that the same process be applied to fruits, and I beg to suggest that the following sorts may be very well dispensed with; many have appeared in nurserymen's lists for many years, and there appears to have been no weeding out of superseded sorts for 20 or 30 years at least. No doubt many of these sorts succeeded and are favorites in certain localities, but at the same time there are standard varieties which do almost equally well nearly everywhere, and I venture to think that it is the best interest of the gardening public and also the nurserymen, to propagate and push a few varieties only, and so standardize as far as possible the fruits of the country.

"This principle is applied very successfully in the United States—a country which includes far greater differences of climate than is the case here, and what can be done there can surely be done here.

"No doubt many of these which I consider should be discarded will still be propagated, and there is nothing against this unless there is a recognized variety of equal excellence which is better known.

"Standardization is the watchword of the present time, and if nurserymen are to economize in overhead expenses, correspondence and office worries, the reduction of varieties, is, we think, one of the most important factors in the solution of the problem."

Mr. Seabrook suggests the weeding out of sorts, listed in six wholesale nurserymen's catalogues, numbering in apples 165; pears, 62; plums, 13; cherries, 8; apricots, 5; peaches including Crawford Early and Salway.

What have nurserymen of the United States and Canada to say on this subject.

Say you saw it in AMERICAN NURSERYMAN

For a More Thorough Business Organization

Resolution and Proposed Constitutional Amendment To Be Acted Upon In Chicago By the American Association of Nurserymen

RESOLUTION

WHEREAS, There exists urgent need for a more thorough business organization to direct the affairs of the American Association of Nurserymen, be it

RESOLVED:

(1) That the Executive Committee be and hereby is directed to establish within some centrally located city which in their judgment will best meet the needs, a general office for handling the affairs of the Association. That the Executive Committee place in charge of said office the most capable man to be found, preferably one acquainted with the needs of the nurserymen, who shall be Secretary-Manager, at such salary per annum as the Committee may determine upon. If, in the mind of the Executive Committee, a contract with said Secretary-Manager for a period of not more than three years is desirable, the Committee is hereby authorized and empowered to make such character of contract.

(2) That the Executive Committee cause to be gathered through the organization provided herein, statistics of every possible character needed by the membership in the conduct of their business. That special effort be made to compile lists of surplus stock in hands of member growers prior to September 1st of each year, and as often thereafter as is deemed expedient. When this information is available it shall be prepared in convenient form and placed in the hands of each member of this Association, to the end that a system of co-operative dealing among members of this Association may be stimulated. We recommend as a slogan for this Association, "Buy It From a Member", and urge each member to print same conspicuously on their literature and letter-heads.

(3) That a Commission of five be appointed, two of whom shall be men engaged in the wholesale nursery trade and two of whom shall be men engaged in the retail nursery trade,

whose duty it shall be to develop such plans for the standardization of the nursery business in all its relations as they may find compatible. It shall especially endeavor to determine the cost of producing nursery products in all varieties and grades, the cost of marketing both wholesale and retail, and to do all things possible to bring about a more stable condition in the nursery business. When the report of this Commission has been approved by the Executive Committee, the Secretary shall place copy of same in the hands of each member of this Association.

(4) The intent of this resolution being to promote the general welfare of the members of this Association under the leadership of a thoroughly competent organization, the members of this Association are urged to co-operate to the fullest extent possible with all plans inaugurated by the Executive Committee to the end that the best interests of all may be served.

(5) That the Commission named in Article 3 of this resolution receive for their services, per diem and expenses, such compensation as in the mind of the Executive Committee may be deemed advisable.

(6) To provide for meeting the needs of the organization outlined herein, we recommend such amendments to the Constitution as may be necessary.

PROPOSED AMENDMENT

Article VII—The annual membership fee shall be \$10.00, and additional dues for active members of \$1.00 per \$1,000.00 on each year's annual business up to \$100,000.00, and 50c per \$1,000.00 on all annual business above \$100,000.00. The payment of annual membership fees and dues based upon the above schedule shall be made prior to date of annual meeting, and any member making fraudulent report of amount due the Association as above provided shall forfeit his membership and shall be ineligible for re-election.

IMPRACTICAL BIDDING CONDITIONS

In the May 15th issue of the *American Nurseryman* was reproduced an article in the May 3rd issue of the *St. Paul, Minn., Despatch* stating that the superintendent of parks in St. Paul, not receiving satisfactory bids on elm trees had decided to ask establishment of a municipal nursery.

As we suspected, the specifications were such that nurserymen passed up the matter intentionally. A nurseryman has sent this explanation to the *American Nurseryman*:

"The specifications, six sheets, closely written, from twelve to fourteen inches in length, tell the story why the city did not get bids on the 2,300 trees they desired to plant.

The city did not advertise for trees until

THE CONQUERING SPIRIT

"I can't get labor, machinery is high; I am increasing my acreage."

—An American Farmer.

"My left wing is broken, my right wing is crushed; we are attacking in the center all along the line."

—General Foch.

the latter part of April, with specifications which no nurseryman could fill.

"Our intentions first were to bid on the trees, but there was so much red tape, making it impossible; for example, they asked in their second advertisement, after they did not receive any bids on the first, with the long specifications, for 1,000 trees and the city to plant, but they were to be trimmed so that the terminal bud after trimming would be on the top of the branch and not on the side or underneath, that the trees be callipered, three feet above the ground, two and one-half inches.

"It was the conditions, not the shortage of trees. It was necessary that the city advertise, and we have always thought that they desired to purchase the trees and do their own planting. Under the existing conditions it would be impossible for any nursery firm to carry out the conditions that were proposed, in watering, cultivating, etc.

"We give you this information so that you will not misjudge nursery conditions in the northwest; because, had the specifications been normal, the city could have received the trees and could have them planted today."

Say you saw it in AMERICAN NURSERYMAN

Nurserymen's Military



Roll of Honor

On the French Front

Young Nurseryman Extraordinarily Honored
by French Commander for Contempt
of Danger

We learn through his sister, Miss Helen P. Flemer, that William Flemer, Jr., well known to nurserymen, and son of William Flemer of the F. & F. Nurseries, Springfield, N. J., is doing vallant work in France with the Princeton Unit, an ambulance section composed entirely of Princeton University men.

Mr. Flemer's present address is:

S. S. U.—523

Convois Automobile

Par.—B. C. M.

Paris, France.

He has written home that he has received letters from a number of friends in the nursery trade; due, it is believed to the printing of his address in the *American Nurseryman*.

The following newspaper account of Mr. Flemer's corps activity on French soil will be of special interest to our readers:

DAREDEVILS OF PRINCETON CITED
Contempt for Danger Rewarded by French
Corps Commander at His Troops' Request

An extraordinary honor has been won by United States Ambulance Section 523, popularly known as the Princeton University Unit, which has seen service in the Champagne and Noyon sectors in France since September, 1917. It has received a citation

by a French Army Corps commander for "absolute contempt of danger and the highest consciousness of duty." The citation was made by General Lecomte.

United States Ambulance Section 523 is composed entirely of Princeton University men, thirty-six of them, who volunteered last summer to engage in the dangerous work of rescuing wounded men from the battlefields. They went to the Allentown camp for training in June and saw their first field service in France in September, since which time they have been constantly at work and in as constant danger. Ambulances have been blown to pieces. One of the young drivers was killed and six were gassed and put out of action during the last great German drive.

Citations for bravery on the field usually are issued by division commanders. Citations by corps commanders are rare.

Coincident with the arrival today of the official order, the father of one of the Princeton boys received from the young ambulance driver a letter dated May 3, in which he wrote:

"The rumor of citation came April 29. The following day we underwent a terrible attack. The Germans, with a terrific and constant barrage both in high explosives and gas against the lines and across the road, drove the French back to the crest of Mount Renaud.

"Last evening orders came to receive the citation. How we dressed up in ten minutes! The General, Lecomte of the Thirty-third Army Corps, was present, with General Mareschel, of our division. A staff officer read the citation in English and pinned a little cross on the flag held by Sergeant Stevens as we were drawn up at attention.

"We are the first Allentown section to be

flattered so highly, and we get it because the infantry men in the trenches asked the general to give it to us—and a wish of theirs is a command. They told the general of what they termed our coolness, our efficient work in their behalf, our contempt for danger, wherefore we are doubly proud that we have won for ourselves the respect of the second saviors of France."

In his letter the Princeton man said it was reported that nine of the men were to be cited personally.

Plant Exclusion Conference

Continued from page 162

tween those desiring to bring in plants without the proposed restrictions and those who want immediate exclusion. Home production, he announced, would be slow work. There will be adjustments after the war is over and it is not the intention of the Department to injure any industry or any interest. This project, together with others that are constructive, will be carried on slowly with the object of helping the industry along.

There is still time to enter subscriptions for the "American Nurseryman" at the old rate of \$1.50 per year; three years for three dollars. The price will soon be advanced to \$2.00 per year; three years for \$4.50. See announcement in another column.

The Fruit Growers' Agency at Yakima, Wash., has registered a protest, against proposed zoning system for fruit distribution, with members in Congress from 4 Pacific Northwest states. System proposed by Food Administration would restrict sale of fruit to zone in which it was raised. The Agency avers that there is approximately \$20,000,000 invested in apple orchards of Pacific Northwest and that sale of apples from these orchards requires their distribution to all markets of the country.

The Willadean Nurseries

OFFER A VERY COMPLETE LIST OF

Ornamental Trees, Shrubs, Evergreens, Vines and Herbaceous Plants

A LIMITED STOCK OF
FOREST TREE SEEDLINGS

and would advise placing orders early for seedlings. Forest Tree Seeds in limited supply. Prices quoted on application. Trade list ready.

THE DONALDSON CO.

Sparta, Kentucky

Lining Out Stock

OUR SPECIALTY

Shrubs and Privet in car load lots

2500 Bungeii Catalpa for fall 1918

ONARGA NURSERY COMPANY

CULTRA BROS., Mgrs.

ONARGA,

ILLINOIS

The Monroe Nursery

Established 1847

Offers a fine stock of

**Peach
Currants**

**Gooseberries
Berberis**

Spirea Van Houtte

Other Ornamental Shrubs. H. P. Roses, Etc.

Will be pleased to quote on your list of wants

I. E. ILGENFRITZ' SONS CO.

MONROE, MICH.

We are subscribers to the Nurserymen's
Market Development Fund.

PRICED TO SELL

California Privet—all sizes—BEST stock in the South.

Silver Maple—Large and small sizes in car lots.

Spirea Van Houtte—5-6 feet, twice transplanted.

Hydrangea P. G.—2-3 feet, 5 or more branches.

Red Bud-Cercis canadensis—straight and smooth.

Lombardy Poplar—low branched.

White Flowering Dogwood—4 feet

and other seasonable stock—Write us

H. F. HILLENMEYER & SONS

LEXINGTON, KY.

"In the Heart of Kentucky's famous Blue Grass Region"

We are subscribers to the Nurserymen's
Market Development Fund

Want Advertisements

WANTED

An experienced man or woman to handle collection correspondence. State age, references and experience.

Chase Brothers Company
Rochester, N. Y.

OPEN FOR POSITION

An up-to-the-minute Business Getter, experienced in Office Management, calling on Wholesale Trade and Organization Retail Sales Force is open for a position. Address B. C., c/o American Nurseryman, 39 State St., Rochester, N. Y.

WANTED

SALES MANAGER AND CORRESPONDENT

In Wholesale Department of a large Eastern Nursery Company. State age, references and experience.

A. T., Care AMERICAN NURSERYMAN
39 State St., Rochester, N. Y.

WANTED

Position as Traveling Salesman

to call on the wholesale trade. Fifteen years experience in all branches. Reference A No. 1. Only first class propositions from reliable concern will be considered.

Address, A. R., Care "American Nurseryman."

WANTED FOREMAN—On account of the draft we are in need of a first class foreman. He must be a good grower and able to handle men and know his business.

CORN BELT NURSERY & FORESTRY ASSOCIATION
Bloomington, Ill.

EVERBEARING STRAWBERRY PLANTS

If you need Everbearing strawberry plants to fill spring orders or wish to increase your planting in nurseries, we can supply you with genuine **PROGRESSIVE** Everbearing plants, guaranteed to be **TRUE TO NAME** and handled so as to reach you in best of growing condition. Write for prices.

We have been growing and breeding the Everbearing strawberries for the past eight years and have many new varieties in our experimental grounds not yet for sale. We invite a personal visit to our grounds during fruiting season, preferably during August or September. The latch string is always out. **THE GARDNER NURSERY COMPANY.**

Drawer 102, Osage, Iowa

1917-1918 EDITION AMERICAN NURSERY TRADE DIRECTORY

Completely Revised Many Changes

\$1.00 per copy, postpaid
Advertising \$2.00 per inch

AMERICAN FRUITS PUBG. COMPANY
ROCHESTER, N. Y.

Will Benefit All Nurserymen

John Watson of the Temporary Committee of the Nurserymen's Market Development Fund said recently in discussing the plan, that while the question is sometimes raised that a market development plan might help one class of traders more than another, it seems hardly possible, as it would be up to each individual nurseryman, through his own energy and ability, to reap as large a share as possible from an increased market. There is no way in which the larger demand for nursery products can be parceled out among different purveyors, and what each will get in the way of business will be the result of his individual efforts. It will be suggested also that this is largely an experiment, but if it is an experiment, it has been tried by a great many other lines, and very successfully. At present we hear the suggestion that flowers, plants and trees are non-essentials. We should have a fund and a publicity manager to counteract the effect of this. A man who puts in \$250 a year, may figure he is taking a chance, but if he puts in 50,000 apple seedlings he is likewise taking a chance. If he plants anything at all, he takes a chance. A nurseryman is also handicapped by the fact that he cannot patent or trade mark his stock to distinguish his goods from others. Norway maples are Norway maples and there is nothing to distinguish A's trees from B's, but if nurserymen combine and make up a fund of \$100,000 a year for five years, the laying out of that money intelligently, and educational publicity to encourage the general and generous of what nurserymen grow, will prove to be the most profitable investment they can make. There is no line of business in which co-operation is so absolutely necessary as the nursery trade, and no industry would be more greatly benefited by an intelligent campaign for market development.

There is still time to enter subscriptions for the "American Nurseryman" at the old rate of \$1.50 per year; three years for three dollars. The price will soon be advanced to \$2.00 per year; three years for \$4.50. See announcement in another column.

We sell to **THE TRADE** only, and make a specialty of
**OREGON CHAMPION GOOSEBERRY
PERFECTION CURRANT**

CLEAN COAST GROWN SEEDLINGS

We also have growing for fall delivery a large assortment of general nursery stock, including Fruit, Shade and Ornamental Trees, Roses, Etc.

HEAD-QUARTERS FOR NURSERY SUPPLIES
Correspondence invited

Portland Wholesale Nursery Co.

122 1-2 Grand Ave.

PORTLAND, OREGON

Strawberries

Summer and Fall Bearing
Headquarters for Strawberry and Fruit Plants of all kinds. Raspberries, Blackberries, Currants, Gooseberries, Grapes, Fruit Trees, Roses, Shrubs, Eggs for Hatching, Cakes, Biscuits. Catalog free.
L. J. Farmer, Pulaski, N. Y.

LABELS FOR NURSERYMEN

THE BENJAMIN CHASE CO.,

DERRY, N. H.

E. P. BERNARDIN

Parsons Wholesale Nurseries

Parsons, Kansas

ESTABLISHED 1870

Early Harvest & Kenoyer B. B. Fine room grown plants in quantity.

Peach and Jap Plums. For those wanting fine stock for retail trade.

Compass Cherry. Large supply of one year trees.

Shade Trees. Fine assortment, all sizes. Price right.

Fine Blooms. Ornamental Shrubs and Evergreens grown especially for Landscape work.

EVERGREENS

**ARBOR VITAE
JUNIPER
RETINOSPORA
PINES
SPRUCE
TAXUS
KALMIAS
RHODODENDRONS**

Choice lot frequently transplanted

W. B. COLE

Painesville, Ohio

Pennant Brand Peonies

Book your order now for spring and be assured of your supply. The demand is increasing. Prepare to get your share of the profits.

**SARCOXIE NURSERIES
PEONY FIELDS**

WILD BROS. NURSERY CO.
SARCOXIE, MO.

Cherry Trees

We offer for sale our usual supply of first-class one year, two and three year

C H E R R I E S

Can furnish some extra heavy trees for landscape work Both Mahaleb and Mazzard roots.

Send us a list of your wants

H. M. SIMPSON & SONS

Vincennes, Indiana

Large stock **CLEMATIS PANICULATA,**

2-year and 3-year

Also **SHRUBS** and **HERBACEOUS PLANTS**

T. R. NORMAN

PAINESVILLE, O.

Bailey's New Standard Cyclopedia of Horticulture

On Easy Terms. Prospectus Free
American Fruit Pub. Co., Rochester, N. Y.

Prices in nursery advertisements in this publication are for nurserymen only. This does not include advertisements of books or other articles.

Standard Retail Price for Fruit Trees 75c and \$1 Each

Here is a starting point For Readjustment of Prices of Nursery Stock Based Upon the Proposition Advanced by Alvin E. Nelson In Another Column—Advertise Nursery Stock Upon This Basis Hereafter and Fix the Trade Discounts, Wholesale Discounts, Etc., As Outlined by Mr. Nelson—This Retail Price Is in Force and Working Well.

In a recent communication the Mitchell Nursery Company, Tacoma, Wash., which repeatedly has shown its progressiveness, has again hit the nail squarely on the head in its plea for united action toward a general advance in the prices of nursery stock so that they may in some measure compensate nurserymen for the time and effort and expense of production and distribution. We are making no plea for associate action through organization, but for individual action. When a business man in any trade finds that he can no longer maintain his establishment and earn a profit at old prices, he takes the inevitable course and raises prices—if he intends to stay in the business. If the time has come for radical action, we believe that nurserymen will see its need. In many cases action has already been taken. The advice is to those who are trailing. Eventually conditions will force action on the part of all; why delay longer?

Herewith is the communication referred to:

"There is another matter that should and probably will receive attention at the coming nurserymen's convention, and that is the increase in price of nursery stock. The last number of the Garden Magazine contains a well written, well displayed advertisement of a certain firm, and which would be a very excellent advertisement in every way except for the fatal error of quoting a bargain counter price of 25 cents or some other such munificent sum for the highly lauded peach trees mentioned in the advertisement.

"Nurserymen seem to forget that their selling season only extends over a period of about half the year while their expenses go merrily on during the entire twelve months. And figuring the increased cost of everything connected with the nursery business—labor, packing, cost of all supplies, etc. there is not only no profit in selling stock for such a small sum, but an actual loss.

"We started in business here with little or no experience and were foolish enough to try and follow in the path of our fellow nurserymen, with the result that facing several years of 'hard times' in Tacoma, together with selling our stock for less than it was worth, we pretty nearly joined the ever-swelling ranks of defunct nursery concerns.

"It's no wonder the nurserymen do not pay their annual dues. The greater number of them have about all they can do to get enough to eat and wear and pay carfare, and have little left for the necessary promotion, publicity and educational work which should be done to create a demand and market for their products.

"During the past season we have not sold any fruit trees of any kind for less than 75 cents to \$1.00 each, and it has been our experience that a customer is just as willing and appreciates what he pays a fair price for much more than when the nurseryman practically makes him a present of his purchases, as that is what the nurseryman does when he sells a fruit tree at retail at 25 cents.

"These nurserymen who advertise nursery stock at these prices not only work a hardship and loss to themselves, but impose a like hardship and handicap on all other nurseries. And among the first steps towards the re-organization and rehabilita-

tion of the nursery business is for both the wholesaler and retailer to make a price for his stock that will leave him a fair profit after deducting the expenses of conducting business and allowing a suitable margin for promotion and publicity work.

"We are not by any means on a firm financial foundation as yet, but we believe that we see the way to this end, as our city is now in a more prosperous condition than it has been for many years, owing to the establishment of the Camp Lewis army post here—the largest in the United States—and to the numerous shipbuilding plants and other war work industries which have been started here during the last year. In addition to which we are charging what we consider a sufficient price for our stock and one that will leave us some margin for our work and capital invested.

"We hope that at both the Eastern and Western conventions a standard price will be established for nursery stock of all kinds that will be commensurate with the advanced price in all other lines of business and justified by the increased costs in this business as well as all others."

Apple Yield of Hood River Valley, Oregon, is being estimated this year at around 1,000,000 boxes. 1916 harvest was 1,500,000 boxes, followed by a light crop last year, which many believed forecasted a good harvest for season. However, present indications are that crop will be much lighter than at first expected, especially if cool weather prevails.

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[If you overlooked any of these items, refer to your file.]

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WATCH FOR THE JULY 1ST ISSUE

"See that a win-th-war spirit gets into your business letters."—Secretary of Commerce William A. Redfield.

THE PUBLISHERS' DESK

A glance at the advertising columns of recent issues of the *American Nurseryman* bears out our remark from time to time that the business announcements in a progressive representative trade journal convey news and interesting information, as well as the reading columns.

For instance, in the last issue at page 143 announcement is made that the Storrs & Harrison Company is planting with a view to continuing its usual production of nursery stock in the normal quantity and established high quality.

On page 144 the Jackson & Perkins Company announces that the season just closed has been the busiest and best selling one it has ever had. That the company counts upon a continuation of active demand is shown by its statement that it expects to have its usual supply of J. & P. specialties in roses, clematis and tree hydrangeas; and also a full line of perennials, shrubs, shade and fruit trees.

Similar preparation for active business is shown in the announcement by the Mount Arbor Nurseries that the present management, which has been operating for 27 years, will make every effort to continue to furnish its customers good stock and prompt service.

In a number of the business announcements an appeal is made for hearty support of Liberty Bonds, War Saving Certificates and Red Cross work; and an expression of special interest in American Association of Nurseryman matters and the coming convention.

The Princeton Nurseries directs attention to the fact that the nursery business is a partnership between those who grow the stock and those who distribute it; that the distributors are almost invariably producers does not alter the fact, but rather emphasizes it. There is mutual interest, then, in each other's success. This concern grows for the trade only and leaves distribution entirely to the retailers.

Expert opinion upon the peach seed market is expressed in the announcement by the J. Van Lindley Nursery Company that there will be, perhaps, half a crop of 1918 seed. This company advises that orders be placed immediately for whatever peach seed is wanted for fall planting.

The Vincennes Nurseries report that cherry blocks are making splendid growth. These blocks are the largest in the country; 500,000 cherry are budded annually at these nurseries.

"One of the greatest difficulties I have had in my business is not to find low prices, but to find quality stock at any price," said a successful nurseryman recently. "The consumer of nursery stock is now demanding better stock than we nurserymen are supplying. My customers are willing to pay liberally for extra good plants."

"Prices generally will have to increase next season very materially," said a member of Jackson & Perkins Company last month, "not only in order to enable nurserymen to keep abreast of the times, but also to stay in business; and in order to bring about an increase in prices there will have to be co-operation between the wholesaler and the retailer."

AT FIVE CENTS PER COPY
SUBSCRIBERS TO THE
"American Nut Journal"
MAY HAVE THIS COMPILATION

A Luxury Becoming a Popular



A 24-page Illustrated Brochure

"American Nut Culture"

Surveying the Entire Subject of Growing Trees for Valuable Food

Containing practical information for the public, tending to encourage the planting of Nut Trees for ornament. The leading article by Dr. J. H. Kellogg, "The Advent of Nuts in the Nation's List of Staple Foods," should be widely read. The activities of nut growers generally are set forth and plans are outlined for developing the Nut Industry throughout the United States. Nursery-grown nut trees are advocated and demand for them may be stimulated by wide circulation of this publication which can be had in quantities at \$5.00 per 100 copies. Single copies 10c.

CONTENTS

"Advent of Nuts Into the Nation's List of Staple Foods"—By Dr. J. H. Kellogg, Battle Creek, Mich.

"Pecan Growing in Georgia"—By J. W. Firor, Athens, Ga.

"Why California Should Quadruple the Nut Output"—By R. Brinsmead, Los Angeles, Cal.

"A Ton of Walnuts Per Acre"—By John B. Neff, Anaheim, Cal.

"An American Nut Survey"—By Dr. W. C. Deming, Georgetown, Conn.

"National Nut Growers' Association"—By A. S. Perry, Cuthbert, Ga.

"Northern Nut Growers' Association"—By Dr. W. C. Deming, Georgetown, Conn.

"We Should Make Our Shade Trees Feed Us"—By Dr. J. H. Kellogg, Battle Creek, Mich.

"Little Known Nuts of Great Value"—By Dr. Robert T. Morris, New York City.

"Nut Trees For a Wooded Mountain Side"—By Dr. W. C. Deming, Georgetown, Conn.

American Fruits Publishing Company

39 State St., Rochester, N. Y.

"We subscribed to the Market Development Fund because, seeing that other lines that advertise heavily are doing more business than the nurserymen, it made us want to be up and doing."—J. VAN LINDLEY NURSERY COMPANY.

The Labor Problem

Nurserymen should consider the United States Employment Service in connection with their labor wants. If every employer in the United States looked upon his United Service as an investment and sought to increase its efficiency by its use, we would have before long a perfect system of labor recruiting and supplying.

The United States Employment Service has not only established new branch offices—free labor exchanges—but it has linked up all state and municipal free employment services, so that there is today a national employment office system covering the entire country. It has a centralization of authority with a decentralization of machinery and activities. This means that its work is conducted according to the needs of the particular state or community, and all local machinery is utilized, while labor clearances from one state to another or from one section to another are made possible and duplication of effort eliminated.

The Employment Service now has more than 30 regular branch offices in the industrial and agricultural districts. This is more than three times the number it had at the first of the year. It is now placing between 150,000 and 175,000 workers of all kinds a month. This is nearly seven times the number placed all last year. Since its reorganization on a war basis the United States Employment Service has been increasing its branches at the rate of about 50 per cent a month and increasing placements at the rate of 100 per cent a month. It has a large corps of traveling examiners—men skilled in determining the fitness of workers for particular jobs—attached to these offices. In addition to the regular branch offices, the Employment Service has been taken into every agricultural and rural community through the agreement with the Post Office Department, whereby all third and fourth class postmasters and rural carriers, numbering approximately 100,000, are authorized to act as labor agents of the United States Employment Service.

Full particulars of this Federal service may be had upon asking for a copy issued by the Employment Service division of the U. S. Department of Labor, Washington, D. C.

TO SOLVE LABOR PROBLEM

Are you interested in getting labor? Do you want help in your problem? Then get into touch with the U. S. Employment Service of the Department of Labor, branch office of which are at several points in the states.

Incomplete returns from the branch offices, including federated state offices, show that the United States Employment Service placed more than 150,000 workers of all kinds in employment during April. This figure is net, and does not include persons directed to employment. More than 180,000 persons applied for work during April at the branch offices which have reported.

N. C. Natural Peach Pits

We suggest that you order now crop of 1917 for prompt shipment, while they can be gotten through, for planting this fall. Early planting is the thing. We would not advise anyone to wait for the new crop at this time.

Prices on application.

J. VAN LINDLEY NURSERY CO.

POMONA, N. C.

Subscribers to Market Development Fund

100% PROFIT SALES INCREASED

A Book that will sell on sight and give your agents more ginger

"HOW TO GROW ROSES"

By Robert Pyle

A new book of 120 pages, 5x8 inches, of which 16 illustrate leading Roses in natural colors. All the necessary instructions.

One Western Nurseryman writes:

"HOW TO GROW ROSES" is the nicest book of the kind we have ever seen and will use them for samples to sell from, as well as in the nature of a Salesmen's Plate Book."

Reliable Nurserymen will please write for Sample and Terms

THE CONRAD & JONES COMPANY,
WEST GROVE, PA.

We are subscribers to the Nurserymen's Market Development Fund.

Coniferous Evergreens In Sixty Varieties

Broad leaved Evergreen Trees and Shrubs in 40 varieties. Plants for forcing purpose, as Jap Azaleas, Deutzia Gracilis, Double Flowering Peaches and Apples. Hydrangea P. G. and Otaksa, Clematis, Wisteria, Bignonias, English Ivy, Euonimus Radicans, Etc.

AUDUBON NURSERY

P. O. Box No. 731

WILMINGTON,

N. C.

The Art of Landscape Architecture

By SAMUEL PARSONS

Fellow of the American Society of Landscape Architects; author of "Landscape Gardening," etc.

An octavo volume of 347 pages with 57 illustrations, setting forth the underlying principles of landscape gardening. The chapters consider lawns, plantations, roads, paths, grading, rocks, water, islands, location of buildings, laying out of grounds, scope and extent of estates, maintenance, gardens and parks.

Price \$3.65

American Fruits Publishing Co.
Rochester, N. Y.

LEVAVASSEUR & FILS

Ussy and Orleans

France

HEADQUARTERS FOR

FRUIT & ORNAMENTAL STOCKS

Sole American Agents:

AUGUST ROLKER & SONS

51 Barclay Street,

NEW YORK

or P. O. Box 702

No matter what periodical you are taking, AMERICAN NURSERYMAN should be regularly on your desk. A business aid. Bristling with exclusive trade news. Absolutely independent. NOT OWNED BY NURSERYMEN.



3's For Nursery Planting

Field-Grown Own-Root Roses

Choice assortment mostly H. T's.

Let us book now. Send want list for prices.

Also get our prices on 1's and 2's for immediate express shipments

HOWARD ROSE CO. HEMET, CALIFORNIA

Let Nurserymen Stop Advertising "Fruit Trees for the Cost of Digging"

Let them be business men, asking a reasonable profit from their honorable calling. To the last live man, let them subscribe immediately and liberally to the Market Development Fund, to the end that business may be improved and profits increased. Mail subscriptions today (on the basis of a definite sum per year for five years) to the editor of this paper, or to E. S. Welch, Treasurer, Shenandoah, Iowa, or to any member of

The Temporary Committee to Solicit Subscriptions for the Market Development Fund

F. L. ATKINS, President, Rutherford, New Jersey

E. S. WELCH, Treasurer

JOHN WATSON, Secretary, Princeton, N. J.

J. EDWARD MOON, Morrisville, Pa.

ROBERT PYLE, West Grove, Pa.

HENRY B. CHASE, Chase, Ala.

PAUL C. STARK, Louisiana, Missouri

Transportation

Effective July 1, 1918, under an order of Director-General McAdoo the collection of transportation charges by carriers under federal control will be on a cash basis with only certain credit accommodations as referred to below.

Passenger tickets shall be sold only for cash in advance of the service and baggage charges are subject to the same rules except as to C. O. D. baggage and storage charges which must be paid in cash before delivery.

Respecting freight shipments where the enforcement of this cash basis will retard forwarding or delivery or delay the release of equipment or station facilities, carriers will be permitted to extend credit for a period of not exceeding 48 hours after receipt for shipment if prepaid or after delivery at destination if charges are collect. In the handling of this credit arrangement the consignor or consignee, respectively, will be required to file a surety bond for such amount as may be satisfactory to the treasurer of the carrier concerned. Failure to pay charges within the time prescribed will automatically cancel such credit arrangement.

In the case of any question as to ac-

curacy of charges, bill must be paid as rendered and claims presented for alleged errors. This will not, however, prevent adjustments by agents of obvious errors.

Freight handled on order bills of lading will be delivered only upon surrender of original bill of lading and the payment of freight charges. Provided, however, that if a bill of lading is lost or delayed the freight may be delivered in advance of surrender of the bill of lading upon receipt by the carrier's agent of a certified check for an amount equal to 110 per cent of the invoice or upon receipt of a surety bond for twice the amount of the invoice.

Payment of transportation charges by check will be considered as payment in cash when the person, firm or company signing or endorsing such a check is known to the agent to be fully reliable.

The principal effect of this order will be that shippers and receivers of freight will have the shorter period of 48 hours in which to pay freight charges and to make any check as to their correctness before payment.

Affected By Transportation

Editor American Nurseryman:

The demand for stock this season was much better than I anticipated and had it

been about normal. As it was, it was conditions, I believe that our trade would have been about normal. As it was, it was confined mostly to local trade. I do not see how we can expect any better trade or transportation conditions until after the war.

Painesville, O.

W. B. COLE.

From Chairman Sizemore

Chairman Sizemore of the transportation committee of the American Association of Nurserymen, directs attention to the fact that increased freight rates go into effect on June 25th and run from 25 to 35% interstate, but on short hauls, say from five to fifty miles, the increase will run from 25 to 150%.

The minimum on any car will be \$15, regardless of how short the distance. Shippers generally are protesting said advances, and thirty of the State Railway Commissioners have petitioned Mr. McAdoo to allow them to pass on said advances, and Mr. McAdoo has stated that he does not desire to work hardship on any shippers, and that any inequalities will be adjusted as rapidly as possible.

Stark Brothers' Nurseries and Orchards Co., Louisiana, Mo., contributed a full page appeal for Red Cross funds in the May issue of Green's American Fruit Grower.

W. T. HOOD & CO.

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A complete line of Nursery Stock. Special prices on Peach trees, Apple trees etc. We also offer a nice line of Norway Maples, Pin Oaks, Oriental Planes etc. California and Amoor River Privet, 1 and 2 yr. Norway Spruce, Peach Seed, Tenn. and N. C. Naturals. Also Peach Seedlings size of lead pencil.

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Listing the Nurserymen of the United States, Canada and Europe, with their addresses. Also the shipping laws regulating transportation of Nursery Stock in the Union and Canada, Federal Horticultural Board regulation regarding importations, statistical matter concerning the Nursery Business, and Horticultural Organizations, national, district and state. Alphabetically arranged. Indexed for ready reference

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ROCHESTER, N. Y., U. S. A.

THE AMERICAN Nursery Trade Bulletin

Volume IV. No. 10

WAR TIME EDITION

JUNE 15, 1918

American Nursery Directory

CHANGES AND ADDITIONS IN 1917-1918 EDITION

CORRECTIONS

Strike Out

MICHIGAN:
Cross, Chas. B. Muskegon, c
Jackson & Thurson Kalamazoo, d
Johnson, Fred J. South Haven, d
Kouw, Isaac & Co. Holland, d
Lanphear Brothers Hartford, d
Lumley, L. B. Mayville, d
North Van Buren Nursery Co. Mayville, d
Reh, Edwin J. Bloomingdale, d
Smith, R. F. Monroe, d
Allis & Hood Woodville, d
Flansburg & Potter Co. Adrian, d
Gohs, Frank Leslie, c
Mitling, Alfred J. Mayville, d
Pilkington, S. H. & Son Holland, d
Street, E. L. Portland, c
Trescott, C. P. Wheeler, d
Bragg, L. G. & Co. Paw Paw, d
Brown, Douglas M. Kalamazoo, c
Grand Rapids, R. D. d

IOWA:
Bancroft, Joseph & Son Cedar Falls
Kramer, J. H. & Son Cedar Rapids

MISSISSIPPI:
Strike out the last thirteen

NEW YORK:
Somers, S. D. Warkers

OKLAHOMA:
Long, Otto Guthrie

VERMONT:
At top of page 118 cut out these names:
Horsford, F. H. Charlotte
McFarland, F. H. Hyde Park

CHANGES

IOWA:
Gardner Nursery Co., Osage, 120 acres
Central Nursery, Waukee, 20 "
Chickasaw Nursery, New Hampton, 40 "
Davenport Nursery, Davenport, 15 "
Earl Ferris Nursery, Hampton, 125 "
Edgewood Nursery, Oelwein, 10 "
Mt. Arbor Nurs., Shenandoah, 800 "
Shenandoah Nurs., Shenandoah, 500 "
Wragg Nursery Co., Des Moines, 120 "
Kennedy Brothers, Montrose, 90 "
Snyder Brothers, Center Point, 45 "
KANSAS:
Bernardin, E. P., Parsons, 200 acres
Sedwick Nursery, Sedwick, 50 "
KENTUCKY:
Ashby, W. S. & Sons, Cloverport, 20 acres
Golden Rule Nur. Co., Edmont, 10 "
Hillenmeyer & Sons, H. F., Lexington, 150 "
Walker & Co., F., Louisville, 10 "
Donaldson, J. F., Sparta, 185 "
MARYLAND:
Franklin Davis Nurs., Baltimore, 1000 acres
INDIANA:
Bomberger, Wm., Harlan 160 acres
NEW YORK:
Kelly Bros., Dansville (not Rochester) 150 acres
Peterson, L. S., Monerose to Montrose
CONNECTICUT:
Burr & Co., C. R., Manchester, 300 to 500
Heath & Co., H. S. to Heath & Co. Manchester
MICHIGAN:
Elliott, H. B., Harbor Springs to Trenary, d
Miller, J. W. Fremont to Miller, Abner Bravo, d

Munson, Wm. K. to J. P. Grand Rapids, d
Kellogg, C. to Kellogg, Co., R. M. hree Rivers, b
Myers, P. J. Travers City to Bridgman, d
Coryell, R. J. to Coryell Nur. Birmingham

MISSISSIPPI:
Bass & Sons, I. E. Lumberton, 30 to 40
Bechtel Pecan Nurseries, Ocean Springs, 41 to 50
Brodie, James Biloxi, 10 to 20
Cox, W. A. Gulfport, 16 to 30
Delmas' Sons, A. G. Pascagoula, 10 to 20
Delmas, I. P. Ocean Grove 30 to 20
Lewis, F. H. Pascagoula 15 to 65

VERMONT:
Transfer the following names at top of page 118 to the Vermont list on page 117.
House, George Beebe
Dings, Arthur South Royalton

TENNESSEE:
Make acreage of Globe Nurseries, Bristol, 200 acres.

MINN: Brand Nursery, A. M. Brand, Faribault (Instead of Faribault Nursery Co.)

MISSOURI:
Kirkwood Nurs., Kirkwood 150 acres

TEXAS:
Clarendon Nur. Co., Clarendon 10 acres
Eagle Lake Nurs., Eagle Lake 40 "
Evergreen Nur. Co., Hawkins 30 "
Hart's McAllen Nurs., Hereford 100 "
Rust County Nur., Henderson 30 "
Teas Nursery Co., Houston 30 "
Riverside Nurs., Fort Worth 14 "
Rosemont Nurs., Tyler 10 "

OKLAHOMA:
Okla. Nur. & Seed Co., Muskogee 30 "

ADDITIONS

ALABAMA:
Harlan Farms Nursery Lockhart

ARKANSAS:
Tetrick, J. W. Rogers

CALIFORNIA:
Fresno Nurseries Fresno

GEORGIA:
Berkmans Co., P. J. Augusta
Miller & Son, G. H. Rome

FLORIDA:
Turkey Creek Nurseries Macclenny
Majewski, M. Monticello

ILLINOIS:
Uecke, Robert Harvard
Ingels, Irvin LaFayette
Ravinia Nurseries Highland Park
Hopedale Nurseries Hopedale
La Salle County Nurs. La Salle
Custer Brothers Normal
Klarner, G. Quincy
Alpha Nurseries Alpha
Aurora Nurseries Aurora
Perrine & Son Centralia
Spaulding Nur. Co. Springfield

INDIANA:
Indiana Nursery Rockport
Kridner Nurseries Middlebury

SMALL FRUIT PLANTS

MICHIGAN:
Allen Bros. Paw Paw, c
Behnken, J. H. Jerome, d
Bridgman Nursery Co. Bridgman, c
Burgess Seed & Plant Co. Galesburg, c
Dalzell, B. F. Muir, d
Emlong & Sons Bridgman, c
Freeman, Walter Otia, d
Kalle Bros. South Haven, c
Lake Shore Nursery Co. Bridgman, c
Maplehurst Gardens Three Rivers, d

American Nurseryman ADVERTISING FORMS CLOSE

For 1st of Month Issue - - On the 27th
For 15th of Month Issue - - On the 12th

Owens, Geo. B. Leslie, d
Potter, E. W. Leslie, d
St. Joseph Nursery St. Joseph d
Walcott & Cole Levering, d

ORNAMENTALS

Babcock & Sons, Geo. M. Charlevoix, c
Fetters, Theo. J. Harbor Springs, d
Niles Nursery Co. Niles, d
Nu-Way Nurseries Lansing, d
Oakland Garden Nursery, Walled Lake, d
Reeser, H. C. Niles, d
Taft, Howard A. South Haven, d

GENERAL NURSERYMEN

Campbell, Chester, G. Paw Paw
Gobleville Nurseries Gobleville, c
Hanes, Peter Farmington, d
Jeffrey, James Kalamazoo, c
Morrill, Roland Benton Harbor, c
Nelson, C. C. Northport, d
Niles Nursery Co. Niles
Rouse, Fred Woodville, c
Schneck, Geo. H. Elsie, d
Wilcox, C. W. Kalamazoo, d
Key—a, over 100 acres; b, 50 o 100 acres
c, 10 o 50 acres; d, less than 10 acres.

MISSISSIPPI:
Bruce, R. W. Port Gibson, 125
Chase, L. E. Ocean Springs, 15
Lundy, W. B. Ocean Springs, 15
Pabst & Sons, C. E. Ocean Springs, 10
Ramsay, W. P. Ocean Springs, 10
United States Nursery Co. Roseacres, 150
Bay View Pecan Nur. Ocean Springs

INDIANA:
McCoy Nut Nurseries, The Evansville

MINNESOTA:
McKisson's Fairmont Nurs. Fairmont

NEW YORK:
Hubbard Co., T. S. Fredonia
Josselyn Nursery Co. Fredonia
Moody & ons, E. Lockport
Kelsey Nurs. Co., 150 Broadway New York
Grootendorst & Sons, F. J., 10 Broadway New York

TEXAS:
Nona Nurseries Nono

TENNESSEE:
Poague, Geo. W. Graysville 137 acres

NEW JERSEY:
Kille, Willard B. Swedesboro, 10 acres

NEBRASKA:
Albion Nursery Albion
Alliance Nursery Alliance
Freemont Nurseries Freemont
Yager Nursery Co. Freemont
Standard Berry Nursery Johnson
Woods Bros. Nursery Lincoln
North Bend Nurseries North Bend
Sycamore Nursery North Bend
Humphrey Nursery Co. Humphrey

CANADA:
British Columbia Nurseries Co. Vancouver, B. C.

FOREIGN:
Beckwith & Son, G. Hoddesdon, Herts, England
Calaghan, P. J. 5 Scotland Street Dunedin, New Zealand
Hawter, J. Mullalyup, Western Australia

The Western Michigan Development Bureau has done a signal service in putting out its booklet "Western Michigan" for the tenth time. Wherever it goes it will acquaint the reader in the most interesting way with the activities of this favored section. Attractive in description and profuse illustrations, it holds the reader's attention from cover to cover. We note full page business announcements in color by I. E. Ilgenfritz' Sons Company, the Monroe Nursery, and the Greening Nursery Company, both of Monroe, Michigan.

